

Rosa Kwak

rosakwak96@gmail.com (818) 416-4012 [linkedin.com/in/rosakwak/](https://www.linkedin.com/in/rosakwak/)

Experience

Associate @ SPMB

Associate, SPMB — Jul 2020 - Present • San Francisco, CA

Senior Research Analyst — Mar 2019 - Jul 2020 • San Francisco, CA

Research Analyst — May 2018 - Mar 2019 • San Francisco, CA

- Recruited and interviewed high quality candidates based on specific skill sets and placed 58 total executive placements to be recognized as the associate with most search closes in FY 2019
- Executed market research and competitive landscape analysis for concurrent client projects which led to an increase in potential candidates by 35% and decrease in close time by 20%
- Led candidate development and search strategy for 3 teams within the Enterprise SaaS industry across all GTM functions, including pre and post sales, strategy, operations at VP & C-Suite level. Clients included: Shape Security, Cohesity, Exabeam, BlueVine, Fourkites, Exabeam, Postman, and Contentsquare
- Founded and co-led SPMB's first-ever Diversity, Equity and Inclusion Committee by creating 3 subcommittees on hiring, internal education, and employee experience, establishing firm-wide accountability and commitment to diverse, equitable, and inclusive values

Program Assistant Coordinator @ UC Berkeley Center for Korean Studies

Aug 2017 - May 2018 • Berkeley, CA

- Organized and facilitated weekly conferences, seminars, and other events that promoted broader understanding of the humanities and social sciences pertaining to Korea
- Coordinated with administrators within the Institute of East Asian Studies in booking internationally renowned politicians, researchers, and artists for the Center's bimonthly speaker series
- Revamped and managed the center's Twitter and Facebook accounts, standardizing weekly publicity content to engage the greater Berkeley community

Core Assurance Intern @ PwC

May 2017 - Aug 2017 • Burbank, CA

- Performed quarter-end reviews and prepared 10-Q's for technology and media clients, including: The Walt Disney Company, Activision, Games Show Network, and Seriously Games
- Set weekly goal metrics regarding target number of documents to review and process for the firm's directors and partners

Senator @ Associated Students for the University of California

Apr 2016 - Aug 2017 • Berkeley, CA

- Elected as 1 of 20 Senators representing 36,000 UC Berkeley undergraduate students and 11,000 graduate students
- Established the UC Wide 2nd Annual Sexual Violence Conference, gathering 20 organizations to give presentations and workshops for the campus community on consent, healing and sexual violence prevention education
- Awarded the Green Initiative Fund to spearhead UC Berkeley's first ever initiative to provide free, biodegradable menstrual products in bathrooms and study centers

Education

University of California, Berkeley

Aug 2014 - May 2018 • Berkeley, CA

B.A. Mass Media and Communications

Interests

Jongga's National Kimchi Recipe Competition

Dec 2020 • Napa, CA

Placed 2nd in national recipe development and cooking competition, hosted by Jongga Kimchi.